



TASTE^{OF} THE ALPS



A brand by Pinzgau Milch

The background of the slide features a stylized landscape with rolling green hills. On the left, a dark blue silhouette of a woman wearing a hat and a long dress stands with her arms outstretched. On the right, a dark blue silhouette of a cow is grazing. The hills are decorated with several small white daisy-like flowers. The sky is plain white.

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Sustainable Tastes Best

Closeness to nature, sustainability and many years of experience: these are the cornerstones of Pinzgau Milch's high-quality products. The name Pinzgau Milch stands for a long-standing and innovative dairy company located in Austria. The products in our "Taste of the Alps" range are high-quality dairy products. The range includes coated cheese, cheese for grilling and pan-frying as well as iced coffee. Pinzgau Milch is also the ideal partner in the development of new, unique products.



Cheese for Grilling and Pan-Frying

Also available
with your own
label.



Cheese for Grilling and Pan-Frying – natural

Cheese preparation with
semi-hard cheese

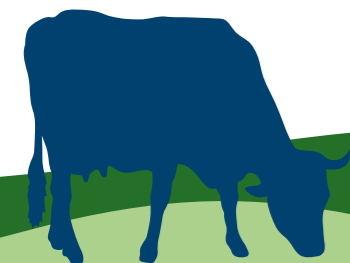
Milk type: Pasteurised cow's milk
Lactose: Lactose-free

Always just right:
1-cm-thick slices

Brush with oil and fry for
approx. 3 minutes on each
side until golden brown.



Brush with oil and grill for
approx. 3 minutes on each
side until golden brown.



This cheese is very versatile. It is ideal for grilling, pan-frying and tastes great in burgers. It is made with Gouda cheese, is free

from eggs and can be enjoyed without any squeaking. Available in 3 varieties: natural, mediterranean, chili-pepper.

Cheese for Grilling and Pan-Frying – mediterranean

Cheese preparation with semi-hard cheese
and Mediterranean spice preparation

Milk type: Pasteurised cow's milk
Lactose: Lactose-free



Cheese for Grilling and Pan-Frying – chili-pepper

Cheese preparation with semi-hard cheese
and chili pepper spice preparation

Milk type: Pasteurised cow's milk
Lactose: Lactose-free



Coated Cheese

Also available
with your own
label.



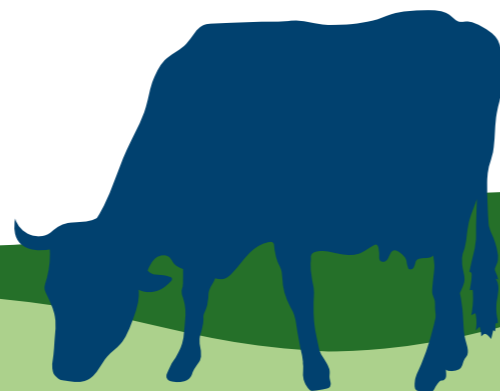
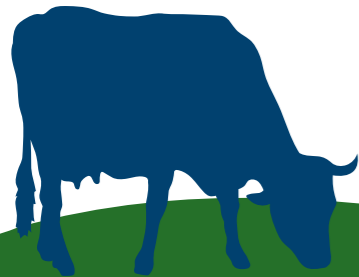
Gouda & Tilsiter Cheese

Semi-hard cheese, FDM: 50%

Milk type: Pasteurised cow's milk

Lactose: Lactose-free

Coating: Paraffin wax



Black Edition wild garlic and chive

Semi-hard cheese with
wild garlic and chive, FDM: 50%



Black Edition summer truffle

Semi-hard cheese with summer
truffle preparation, FDM: 50%

Milk type: Pasteurised cow's milk

Lactose: Lactose-free

Coating: Paraffin wax

Black Edition chili-pepper

Semi-hard cheese with chili
and pepper, FDM: 50%



The basis for our cheese specialties lies in our region. There are probably only very few places in the world with such a spectacular natural variety like the Pinzgau region. Here, in the middle of Europe's largest nature reserve area, the Hohe Tauern National Park, you will find one of the richest natural landscapes in the

Alps. The natural pastures of the region are abundant with a wealth of flowers, herbs and grasses – and these are the grazing fields of our farms' cows, which are generally family-owned with an average of 12 cows each. Each of our specialties is made with only the best ingredients.



Iced Coffee

Also available
with your own
label.



Iced Coffee

Espresso, Cappuccino,
Latte Macchiato

Milk type: Pasteurised cow's milk

Protein Pudding

Also available
with your own
label.



Protein Pudding

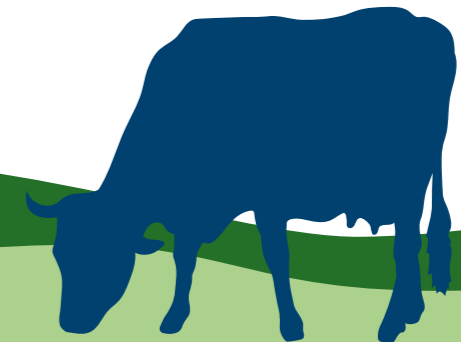
In a wide range of varieties

Milk type: Pasteurised cow's milk



The delicious iced coffee is made with best Alpine farmers' milk. Production with the greatest of care ensures the unique flavour and the exceptional quality. Our recipe for this? The traditional farming on Alpine pastures in unspoilt nature, responsibly

caring for animals as well as fresh meadow herbs. Creamy, seductive coffee flavour – enjoy the delicious iced coffee whether at home, in the office or on the go. Available in 3 varieties: Espresso, Cappuccino, Latte Macchiato.



Logistic Information



Cheese for Grilling and Pan-Frying

Content of each consumer unit:	1.6 kg
Measurements cons. unit (l x w x h):	25 cm x 10 cm x 9.5 cm
Unit/tray:	3 pc.
Order/shipping unit:	Carton
Tray measurements (l x w x h):	32.9 cm x 33 cm x 10.2 cm
Gross weight tray unit:	Approx. 4.8 kg
Cons. unit/tray:	90 pc.
Trays/pal:	30 pc.
Trays/layer:	6 pc.
Layers/pal:	5 pc.
Pallet height (calc.):	Approx. 75 cm
Gross weight pal (calc.):	Approx. 164 kg
Minimum quantity per order:	10 to total
BBD from production:	180 days
fca:	Maishofen, 5751
Reefer container:	40' HC Reefer
Payload:	23 tonnes
Storage conditions:	Chilled

Gouda & Tilsiter Cheese

Content of each consumer unit:	2.3 kg
Measurements cons. unit (l x w x h):	30 cm x 10 cm x 8.5 cm
Unit/tray:	3 pc.
Order/shipping unit:	Carton
Tray measurements (l x w x h):	32 cm x 32 cm x 10.5 cm
Gross weight tray unit:	Approx. 7 kg
Cons. unit/tray:	162 pc.
Trays/pal:	54 pc.
Trays/layer:	6 pc.
Layers/pal:	9 pc.
Pallet height (calc.):	Approx. 115 cm
Gross weight pal (calc.):	Approx. 398 kg
Minimum quantity per order:	10 to
BBD from production:	120 days
fca:	Maishofen, 5751
Reefer container:	40' HC Reefer
Payload:	23 tonnes
Storage conditions:	Chilled



Black Edition

Content of each consumer unit:	Approx. 2 kg
Measurements cons. unit (l x w x h):	19 cm x 19 cm x 6 cm
Unit/tray:	1 pc.
Order/shipping unit:	KT
Tray measurements (l x w x h):	32 cm x 32 cm x 9.5 cm
Gross weight tray unit:	2 kg
Cons. unit/tray:	120 pc.
Trays/pal:	120 pc.
Trays/layer:	15 pc.
Layers/pal:	8 pc.
Pallet height (calc.):	96 cm
Gross weight pal (calc.):	260 kg
Minimum quantity per order:	10 to per variety
BBD from production:	120 days
fca:	Maishofen, 5751
Reefer container:	40' HC Reefer
Payload:	23 tonnes
Storage conditions:	Chilled



Iced Coffee

Content of each consumer unit:	250 ml
Measurements cons. unit (l x w x h):	8 cm x 8 cm x 12.7 cm
Unit/tray:	10 pc.
Order/shipping unit:	Carton
Tray measurements (l x w x h):	38 cm x 15 cm x 13 cm
Gross weight tray unit:	Approx. 2.5 kg
Cons. unit/tray:	1120 pc.
Trays/pal:	112 pc.
Trays/layer:	16 pc.
Layers/pal:	7 pc.
Pallet height (calc.):	Approx. 111
Gross weight pal (calc.):	Approx. 300 kg
Minimum quantity per order:	11-12 pal. per variety
BBD from production:	180 days
fca:	Maishofen, 5751
Reefer container:	40' HC Reefer
Payload:	23 tonnes
Storage conditions:	Ambient



Protein Pudding

Content of each consumer unit:	200 g
Measurements cons. unit (l x w x h):	25 cm x 10 cm x 9.5 cm
Unit/tray:	3 pc.
Order/shipping unit:	Carton
Tray measurements (l x w x h):	32.9 cm x 33 cm x 10.2 cm
Gross weight tray unit:	2 kg
Cons. unit/tray:	90 pc.
Trays/pal:	30 pc.
Trays/layer:	6 pc.
Layers/pal:	5 pc.
Pallet height (calc.):	Approx. 75 cm
Gross weight pal (calc.):	Approx. 164 kg
Minimum quantity per order:	10 to total
BBD from production:	180 days
fca:	Maishofen, 5751
Reefer container:	40' HC Reefer
Payload:	23 tonnes
Storage conditions:	Chilled



Phase 1: Project Idea



Evaluation and feasibility studies by

- collecting information (market analysis, customer request)
- definition of required raw materials and packaging
- considering potential volumes
- considering target costs

Phase 2: Kick-Off

Project briefing including

- key criteria and targets
- product relevant requirements (legal, technological)
- schedule and milestones

Phase 3: Product Development

- Recipe development
- Pilot sample production (in-house pilot plant)
- Sampling, customer feedback and approval
- Finalizing the formulation



Phase 4: Industrial Scale Trial



- Implementation of an industrial scale trial
- Sampling, customer feedback and approval
- Price quotation

Phase 5: Initiating Production



Own Label Co-Packing

Our tradition of innovation: developing new and unique products is one of the core competencies of Pinzgau Milch. We combine many years of experience with expertise to personally accompany customers from the idea to the finished product.

- Ready to drink
- Diet & sports nutrition
- Medical nutrition
- Infant formula
- Meal replacer
- Available with an ambient shelf life of up to 15 months



Packaging

Packaging is more than just preserving a product or making it easy to store and transport. The perfect outer shell is an argument in sales and, as such, an important tool in marketing. At Pinzgau Milch, we are well aware of this and offer a large variety of packaging options in different shapes and sizes.

HDPE

We offer 100% recyclable HDPE bottles. These are available in the sizes 200 ml, 250 ml, 330 ml, 470 ml and 500 ml and as mono-, 6-layer-bottles to ensure different shelf lives of up to 18 months at room temperature (5-25°C).

Sleeve

The bottles are sleeved with shrinkable OPS sleeves adapting to the bottle shape. With our shrink sleeve that fits perfectly when heated, all labelling requirements can be satisfied. Individualization can be achieved by using different cap colours and lid stickers.

Cup

Well-established: at Pinzgau Milch, we offer cups in different sizes from 125 g to 500 g and with a diameter of 75 mm or 95 mm. Snap-on lids for fillings, e.g. cereals, are available for cups with a 95-mm diameter.

Elopak

One of the most popular types of packaging for dairy products is still the Elopak carton. We offer this practical gable pack with screw cap in the sizes 0,5l, 0,75l and 1l.

Tray

Packaging for the packaging: ideal conditions for transport and refrigeration are the basic prerequisites of our trays. Depending on the size of the bottles, there are trays for 6, 8, 10 or 12 pieces. These are available in a neutral white or can be customized upon request. The trays can be welded in foil and are provided with an EAN 128 code and batch return tracking number. Goods dispatch is on standard Euro-pallets.



Sustainability

The Pinzgau Milch dairy in Maishofen is situated in the heart of the Hohe Tauern National Park, one of the most beautiful areas in Austria. We are both a traditional company as well as an innovative milk processing business, which 1,000 local farmers entrust with their carefully produced milk. Therefore, the three cornerstones of our company: closeness to nature, sustainability and experience offer the best conditions for producing the very best quality as well as popular products made from the milk.

The agricultural and dairy industry in the Alpine region is characterized by sustainability. The Alpine farmers here have always had to deal with often scarce resources and think far beyond the current generation.

Pinzgau Milch has also been shaped by this spirit.

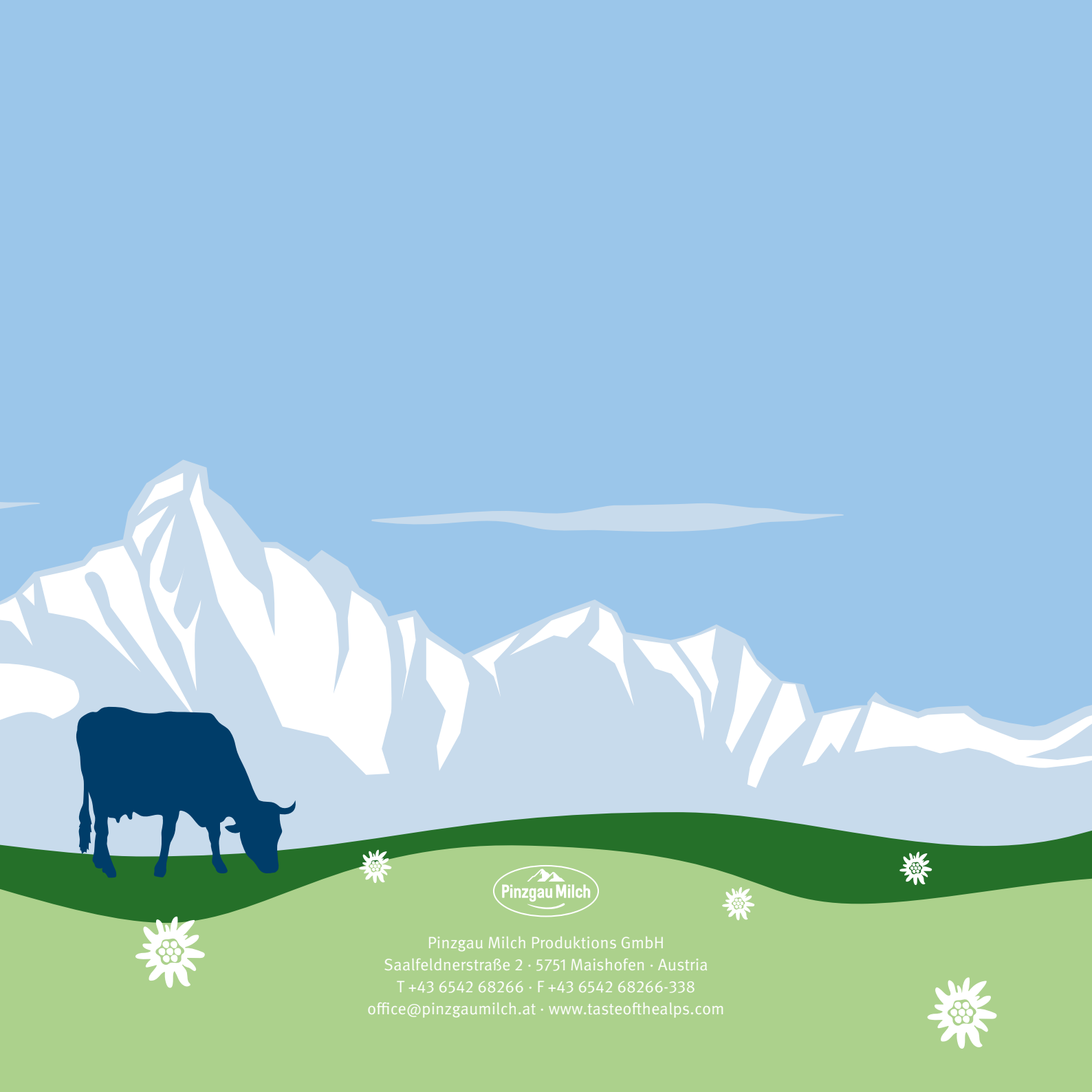


Environmental management system in accordance with ISO 14001

ISO 14001, a worldwide recognised norm, outlines the requirements for an environmental management system – including at Pinzgau Milch. With our environmental management, we set out key indicators and measures to help us improve our environmental protection every year. In accordance with ISO 14001, we understand environment to mean the entire environmental surroundings in which Pinzgau Milch operates, including air, water, soil, natural resources, flora and fauna as well as humans and their reciprocal relationships.

Fair business relationships along the supply chain

The founding of Pinzgau Milch goes back to when dedicated farmers who all fought for fair prices for their products joined together. Our company continuously strives on all levels to keep the buying prices for our dairy farmers high. It is also very important that we represent our dairy farmers' interests in negotiations with our business partners in trade.



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